

Message Text

UNCLASSIFIED

PAGE 01 BOMBAY 01919 021055Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----044596 021108Z /15

P 020856Z AUG 78
FM AMCONSUL BOMBAY
TO AMEMBASSY NEW DELHI PRIORITY
INFO USDOC WASHDC PRIORITY
SECSTATE WASHDC 8490
AMCONSUL CALCUTTA
AMCONSUL MADRAS

UNCLAS BOMBAY 1919

E. O. 11652: N/A
TAGS: BEXP, IN
SUBJ: INDIAN AGENT FEES

REF: (A) NEW DELHI 11540; (B) USDOC 21261

1. ON THE SUBJECT RELATING TO FEES OF INDIAN AGENTS REPORTED
IN REF. A, WE LEARN FROM LOCAL TRADE SOURCES THAT SOME GOI
AGENCIES AND PUBLIC SECTOR UNDERTAKINGS HAVE BEEN DEMANDING
REDUCTION IN LOCAL AGENTS' COMMISSION ON OVERSEAS SUPPLIES.
A LOCAL AGENT DOING BUSINESS WITH THE MINISTRY OF DEFENSE
ESTABLISHMENTS INFORMED US THAT THESE ORGANIZATIONS HAVE
BEEN INSISTING ON PAYMENT OF THREE PERCENT AND LESS COMMISSION
TO LOCAL AGENTS AND PASS ON THE BENEFIT OF REDUCED PRICE TO
BUYER.

2. LOCAL AGENTS
FOREIGN FIRMS ARE CONCERNED WITH THIS
INTERVENTION IN COMMISSION MATTERS. A FEW OF THEM ARE
PLANNING TO ORGANIZE A MEETING IN BOMBAY OF AFFECTED PARTIES
TO DISCUSS THE ISSUE. THEY MAY CONSIDER REPRESENTATIVE
DELEGATION TO GOI. THEY MAY ALSO SUGGESTMBLTERNATE AND/OR
SUPPLEMENTARY COMPENSATION SCHEMES TO THEIR RESPECTIVE
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PRINCIPALS, SUCH AS ANNUAL RETAINERSHIP ON TOTAL SALES,
PROMOTIONAL EXPENSES ON PRO RATA BASIS, OFFICE EXPENSES AND
TRAVEL PER DIEM.
COURTNEY

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 02 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BOMBAY01919
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780316-0075
Format: TEL
From: BOMBAY
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t197808104/aaaadjip.tel
Line Count: 59
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 48240358-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 NEW DELHI 11540
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1552910
Secure: OPEN
Status: NATIVE
Subject: INDIAN AGENT FEES
TAGS: BEXP, IN
To: NEW DELHI
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/48240358-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014